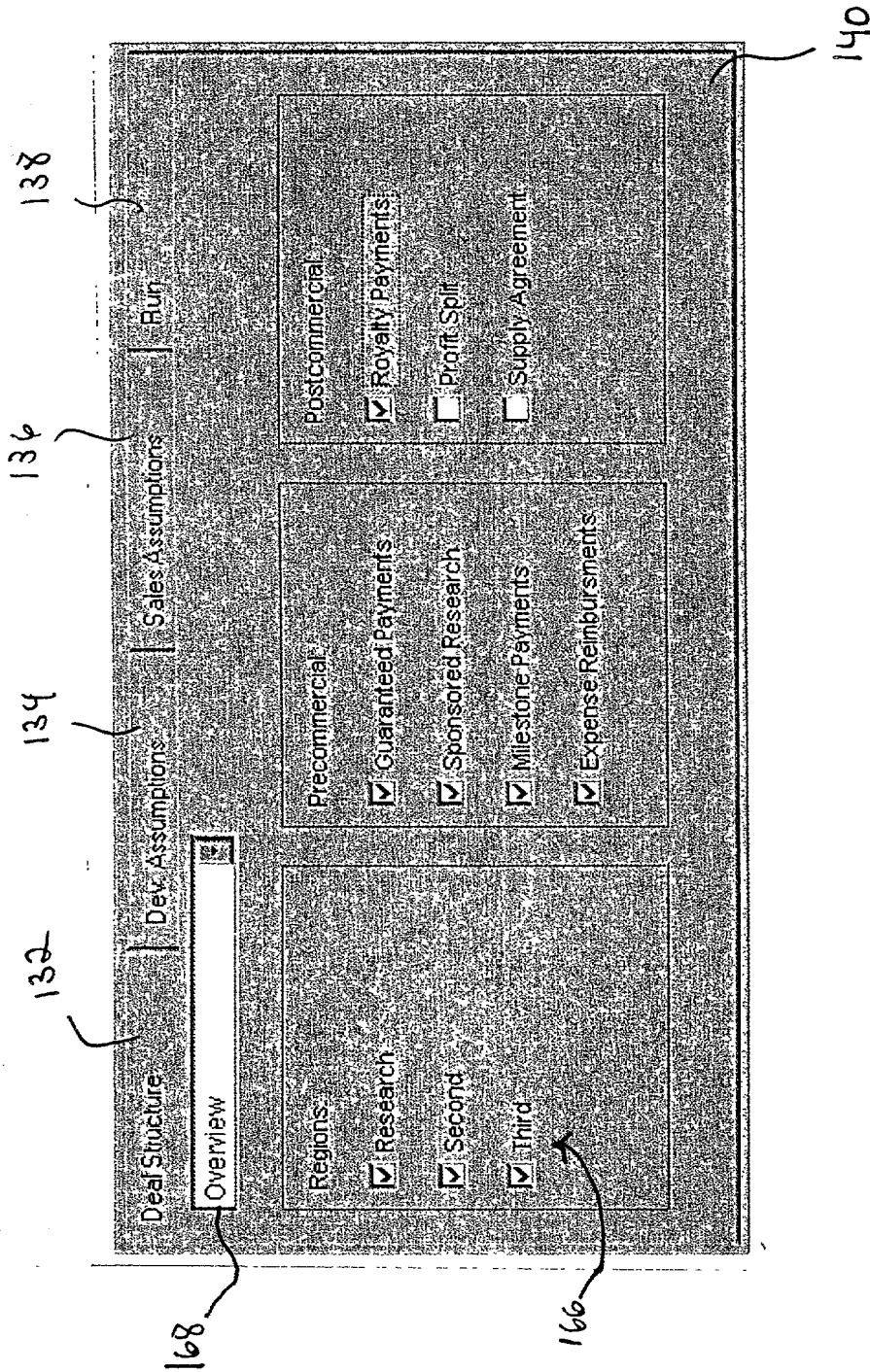


FIG. 1



F16.2

20.0

241

132 Deal Structure 134 Dev. Assumptions 136 Sales Assumptions 138 Run

170 Second Region Development Costs (\$Millions/Year)

	Discovery	Validation	Precinical	IND Eling	Phase I	Phase II	Phase III	ND/A Eling
Totals	0.000	0.000	0.000	0.100	1.610	3.970	9.580	7.005

188 Regional Development Costs Relate to Research Region

	R & D	Clinical	Sales	Manuf.	G & A Rate	Time Offset
Multiplier	0.0	0.8	1.0	0.5	20.0 (%)	1.000 (yr)

176 178 180 182 184 186 190

144

Fig. 4

FIG. 10 is a block diagram of a system 1000 for generating a sales curve. The system 1000 includes a processor 1010, a memory 1020, and a user interface 1030. The processor 1010 is configured to execute a program 1040 stored in the memory 1020. The program 1040 includes a sales curve generation module 1050. The user interface 1030 is configured to receive input from a user 1060 and display output 1070. The sales curve generation module 1050 is configured to generate a sales curve 1080 based on the input 1060. The sales curve 1080 is displayed on the output 1070. The system 1000 is configured to generate a sales curve 1080 for a product 1090. The sales curve 1080 is a graph showing the relationship between time 1100 and sales 1110. The sales curve 1080 is generated based on the input 1060, which includes a product 1090 and a time period 1120. The sales curve 1080 is displayed on the output 1070. The system 1000 is configured to generate a sales curve 1080 for a product 1090. The sales curve 1080 is a graph showing the relationship between time 1100 and sales 1110. The sales curve 1080 is generated based on the input 1060, which includes a product 1090 and a time period 1120. The sales curve 1080 is displayed on the output 1070.

132

Deal Structure

☒ Sfm. Sales Curve

☐ Flat Sales Curve

134

Dev. Assumptions

Research Region Peak Annual Sales (\$M/Y):

Blockbuster	500,000 (15%)
Above Average	200,000 (20%)
Average	60,000 (30%)
Below Average	40,000 (25%)
Dog	20,000 (10%)

136

Sales Assumptions

192

2nd Region Multiplier

1,300

194

3rd Region Multiplier

1,000

138

Run

FIG. 5

Deal Structure:

☒ S/m... Sales Curve

☐ Flat Sales Curve

Dev. Assumptions

196 198 200 202

Sales Assumptions

Run

132 134 136 138

	Odds(%)	Sales(\$MM)	Lifetime(Y)	Margin(%)
<input checked="" type="checkbox"/>	15.0	500,000	15,000	50.0
<input checked="" type="checkbox"/>	20.0	200,000	12,000	40.0
<input checked="" type="checkbox"/>	30.0	100,000	12,000	35.0
<input checked="" type="checkbox"/>	20.0	50,000	10,000	25.0
<input checked="" type="checkbox"/>	15.0	20,000	8,000	15.0

2nd Region Multiplier

1.300

3rd Region Multiplier

1.000

148

FIG. 6

132

Deal Structure

168

Guaranteed Payments

134

Dev. Assumptions

136

Sales Assumptions

138

Run

210

Time of Receipt (Y)

208

Payment (Millions)

Time values are relative to the commencement of

Phase I

212

0.000	0.500	1.000	1.500	0.000
1.000	1.000	1.000	1.000	0.000

Time of Receipt (Y)

Payment (Millions)

Time values are relative to the commencement of

Current Stage

0.000	0.000	0.000	0.000	0.000
0.000	0.000	0.000	0.000	0.000

150

FIG. 7



132
134
136
138

Deal Structure
Dev. Assumptions
Sales Assumptions
Run

Sponsored Research

Starting Time (Y)	0.000	3.000	0.000	0.000
Ending Time (Y)	3.000	5.000	0.000	0.000
Rate (\$M/Y or #FTEs)	5.000	3.000	0.000	0.000

Time values are relative to the commencement of

Express rates as

☒ Millions
 ☐ Full Time Equivalents
 ☐ FTE Rate (Millions/Year)

216
218
220
222
214
152

FIG. 8



138

136

134

132

Deal Structure

Dev. Assumptions

Sales Assumptions

Run

Milestone Payments

226

228

Research Region (Millions)

Target Validation

Precin. Initiation

Clean Toxicology

IND Filed

Phase II Initiation

Phase III Initiation

NDA/PLA Filed

Approval

0.000

0.000

0.000

0.000

0.000

0.000

0.000

5.000

0.000

Second Region (Millions)

Target Validation

Precin. Initiation

Clean Toxicology

IND Filed

Phase II Initiation

Phase III Initiation

NDA/PLA Filed

Approval

0.000

0.000

0.000

0.000

0.000

0.000

0.000

5.000

0.000

Third Region (Millions)

Target Validation

Precin. Initiation

Clean Toxicology

IND Filed

Phase II Initiation

Phase III Initiation

NDA/PLA Filed

Approval

0.000

0.000

0.000

0.000

0.000

0.000

0.000

5.000

0.000

168

224

154

Fig. 9

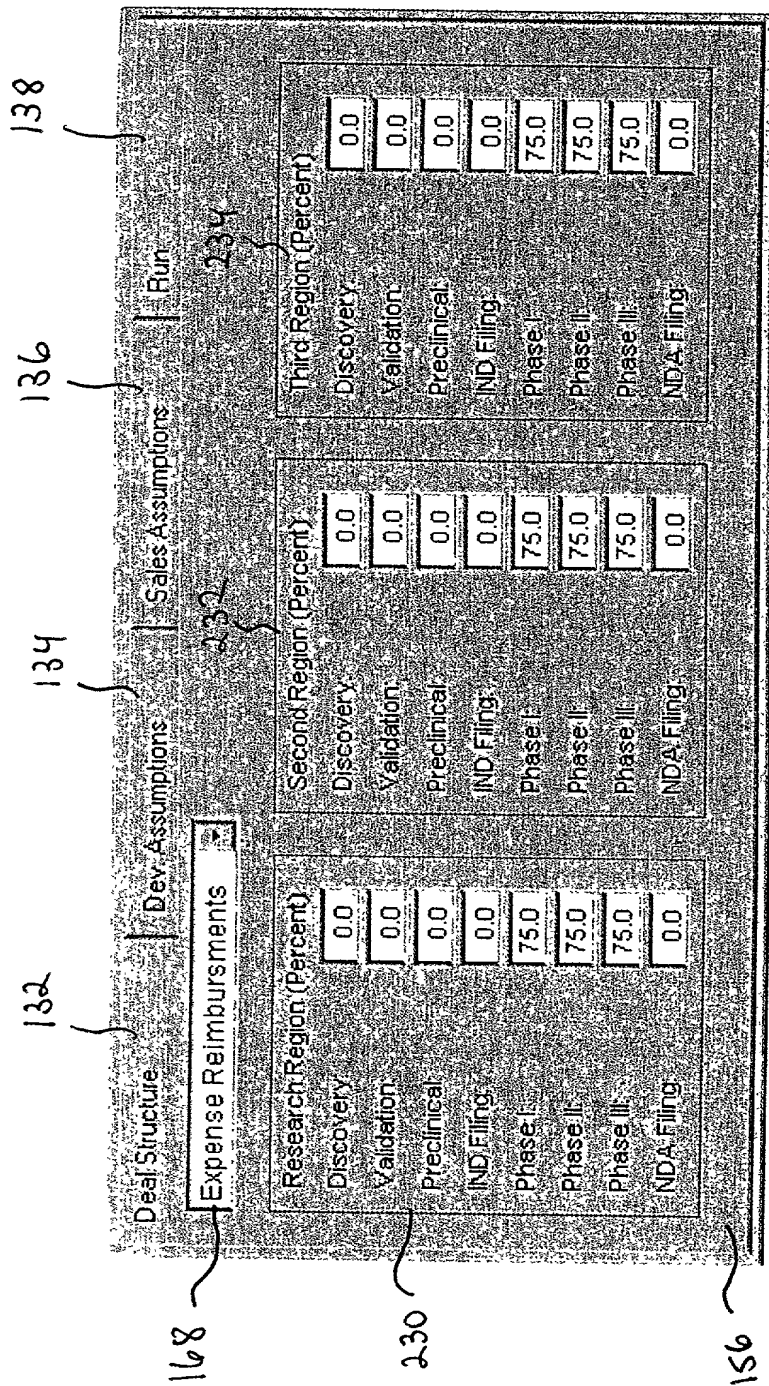


FIG. 10

Deal Structure

Dev. Assumptions

Sales Assumptions

Run

Royalty Payments

238

Research Region

Rate(%) Threshold(\$M)

7.0 300.000

10.0 0.000

0.0 0.000

0.0 0.000

0.0 0.000

☒ No Threshold

☐ Cumulative Threshold

☐ Annual Threshold

Second Region

Rate(%) Threshold(\$M)

7.0 300.000

10.0 0.000

0.0 0.000

0.0 0.000

0.0 0.000

☐ No Threshold

☐ Cumulative Threshold

☒ Annual Threshold

Third Region

Rate(%) Threshold(\$M)

6.0 800.000

8.0 1500.000

10.0 0.000

0.0 0.000

0.0 0.000

☐ No Threshold

☒ Cumulative Threshold

☐ Annual Threshold

132 134 136 138 158 168 238

Fig. 11

168 { 132 { 134 { 136 { 138 { 160

Deal Structure | Dev. Assumptions | Sales Assumptions | Run

Profit Split 242

Research Region 232

Start Q2	Finish Q2	Take (%)
0.00	5.00	50.0
0.00	15.00	70.0
0.00	25.00	70.0
0.00	35.00	70.0
0.00	45.00	70.0

# Splits: Two 256

248 250

Second Region 244

Start Q2	Finish Q2	Take (%)
0.00	5.00	50.0
0.00	15.00	70.0
0.00	25.00	70.0
0.00	35.00	70.0
0.00	45.00	70.0

# Splits: Two

Third Region 246

Start Q2	Finish Q2	Take (%)
0.00	5.00	50.0
0.00	15.00	70.0
0.00	25.00	70.0
0.00	35.00	70.0
0.00	45.00	70.0

# Splits: Two

Fig. 12

168

132

134

136

138

Deal Structure

Dev. Assumptions

Sales Assumptions

Run

Supply Agreement

Research Region

Rate(%)

30.0

Net Sales Based

CoGS Based

258

Second Region

Rate(%)

150.0

Net Sales Based

CoGS Based

260

Third Region

Rate(%)

150.0

Net Sales Based

CoGS Based

262

162

FIG. 13

Deal Structure

132

264

Likelihood of Success:	
Discovery	100.0
Validation	75.0
Preclinical	100.0
IND Filing	40.0
Phase I	100.0
Phase II	70.0
Phase III	80.0
NDA Filing	90.0

Dev. Assumptions

134

266

Rate	10.0
Iterations	10000

Sales Assumptions

136

268

Current Dev. Stage:	
Preclinical	Run

Run

138

270

272

276

274

164

FIG. 14

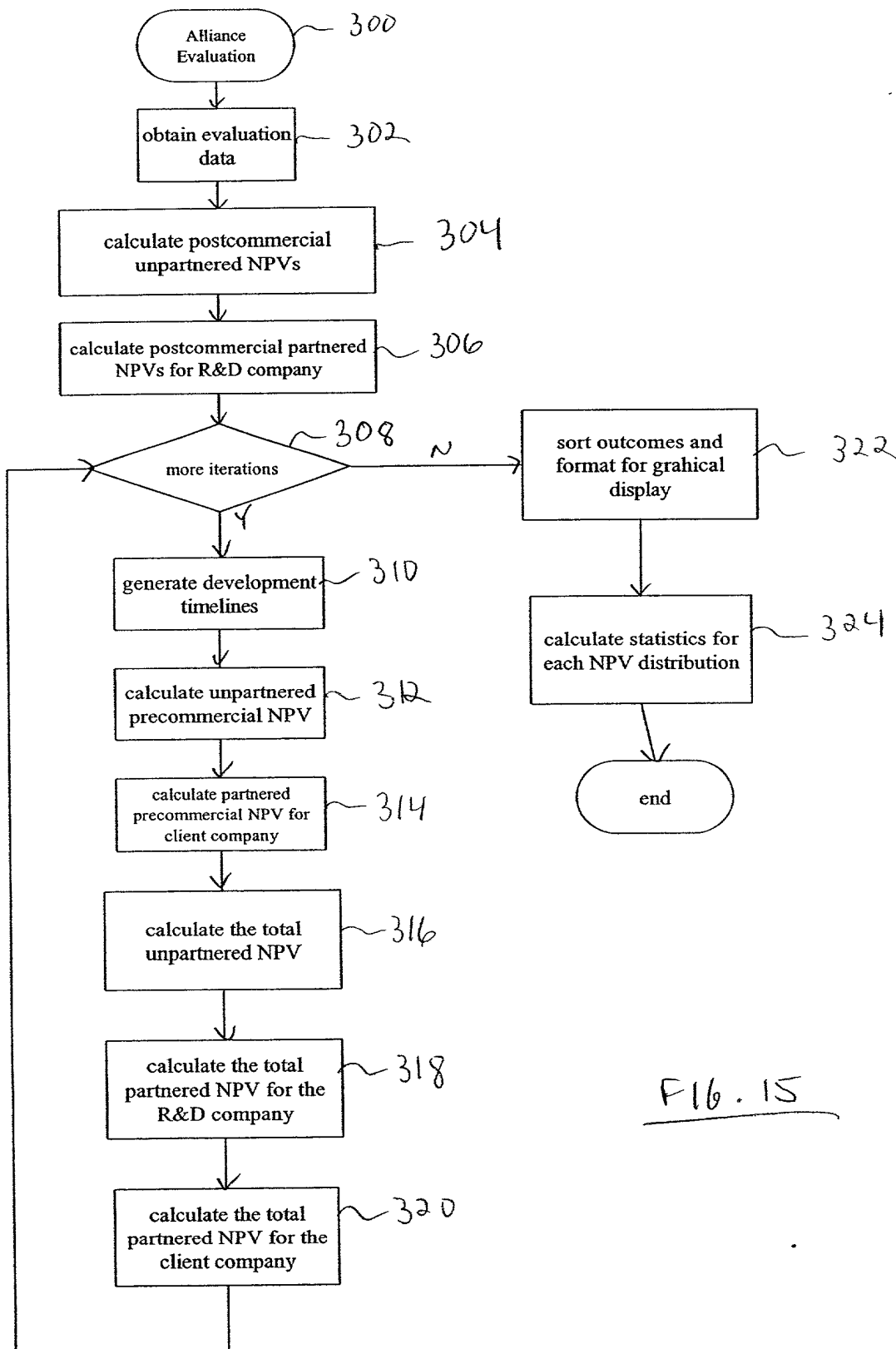


FIG. 15



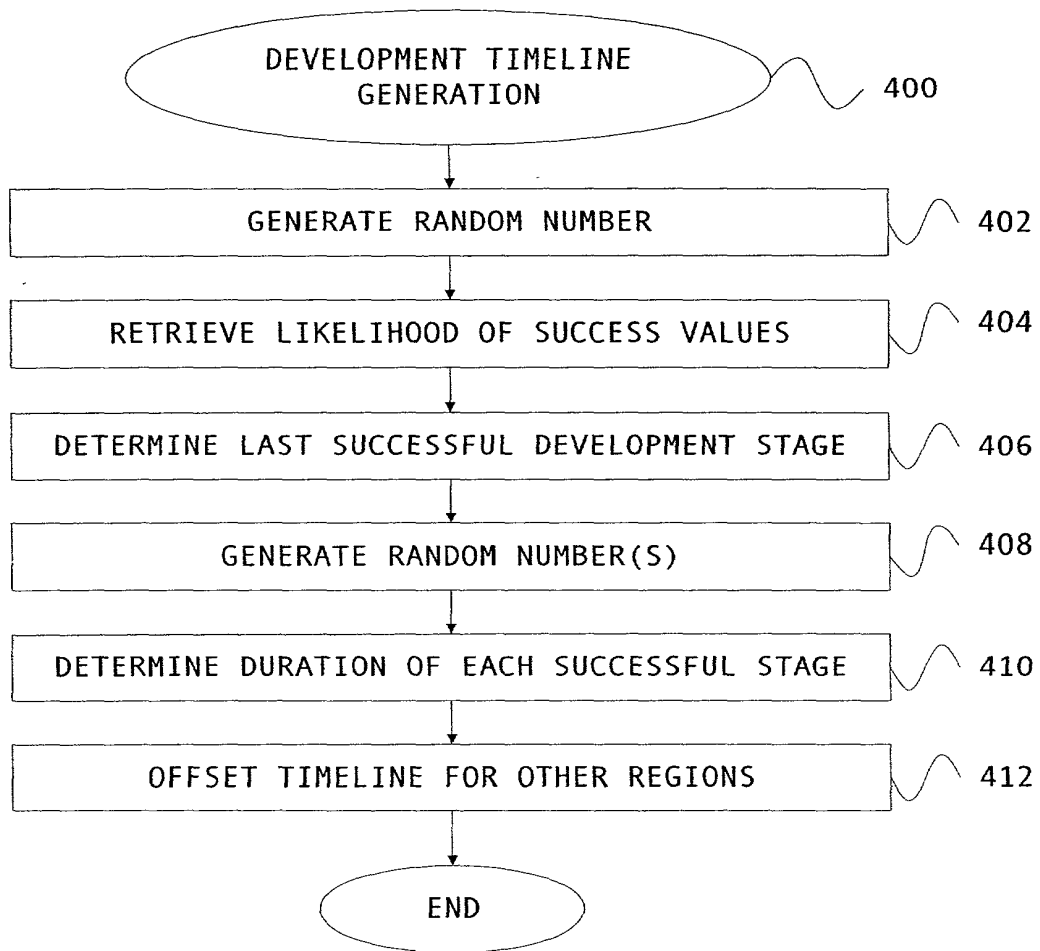


FIG. 16

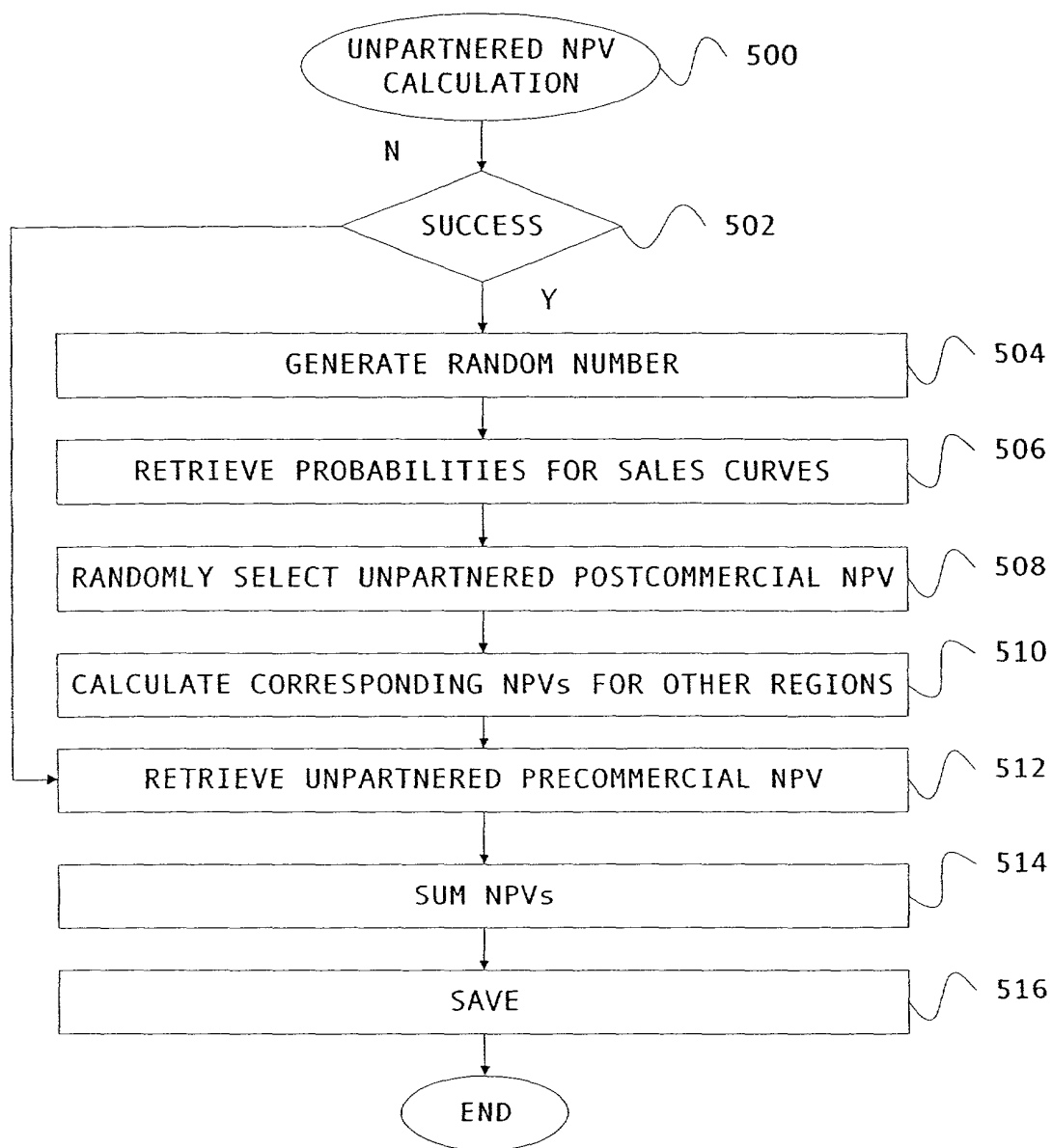


FIG. 17

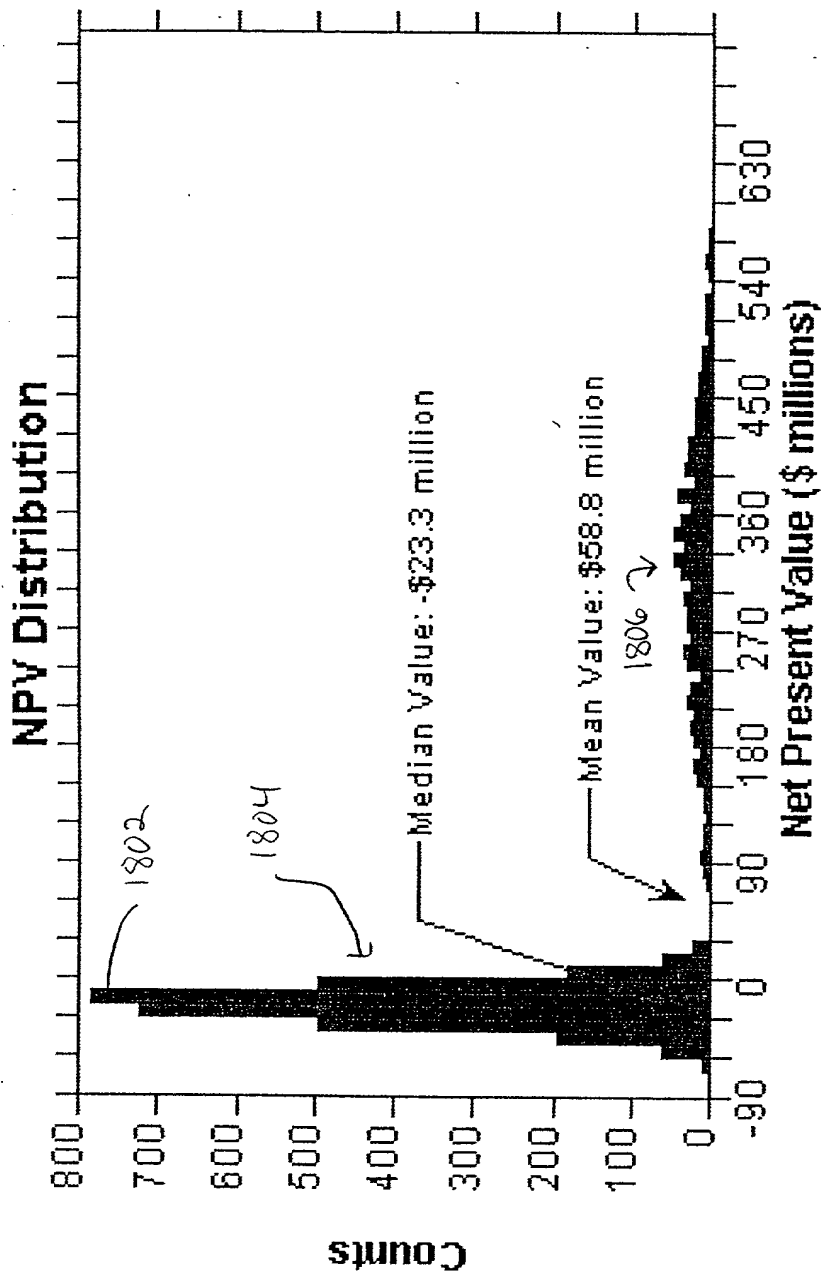


Fig. 18

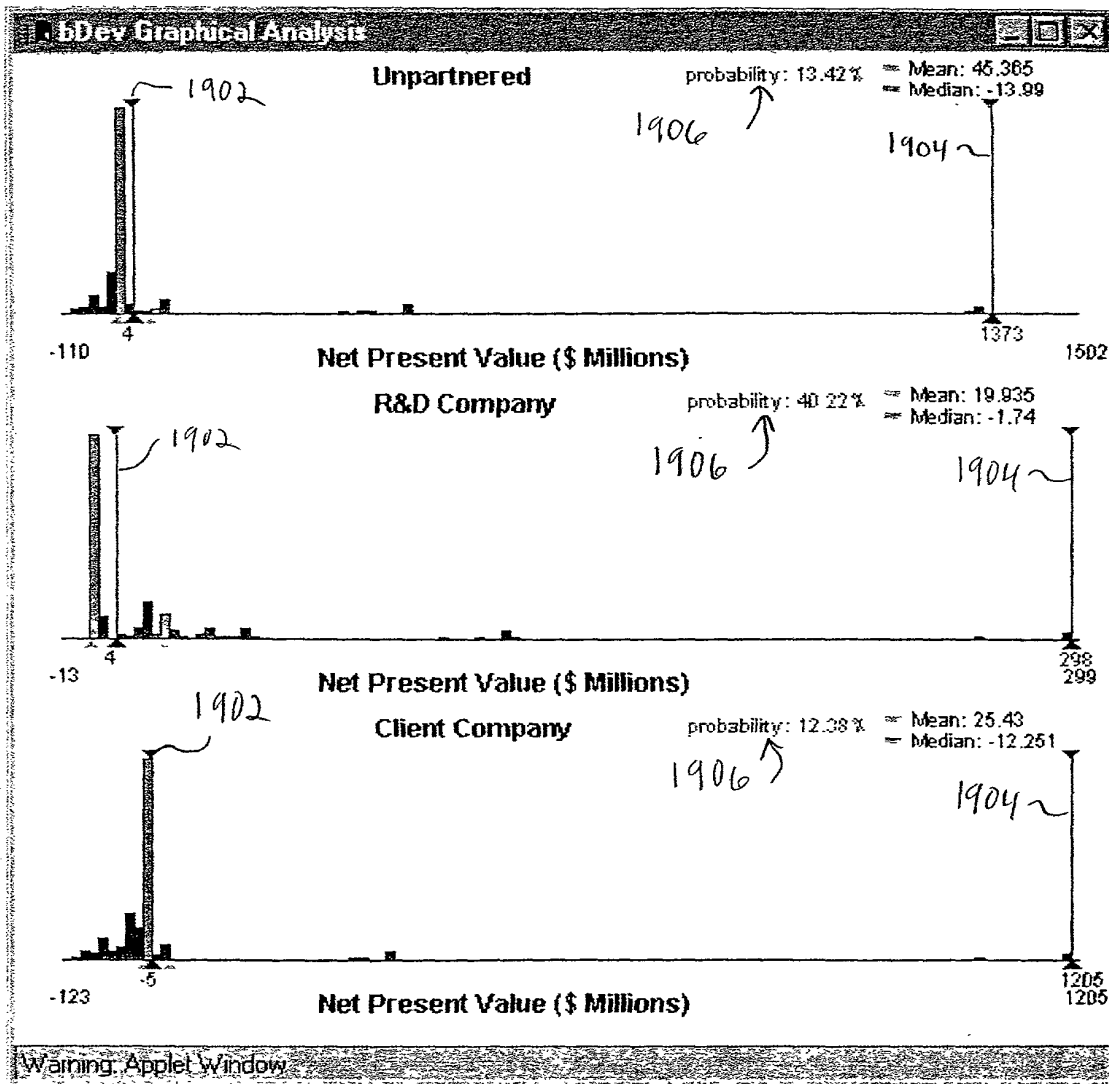


Fig. 19

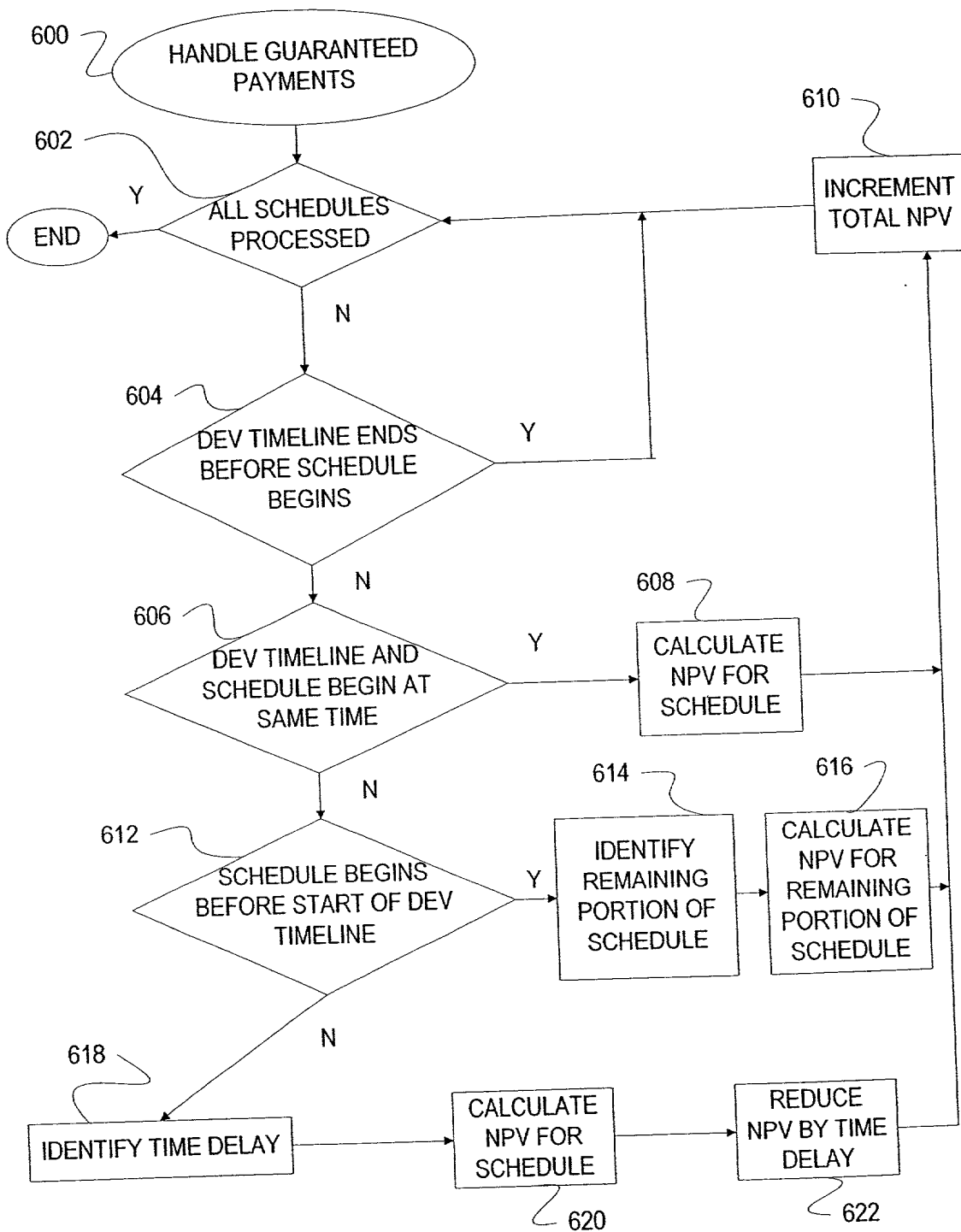


FIG. 20

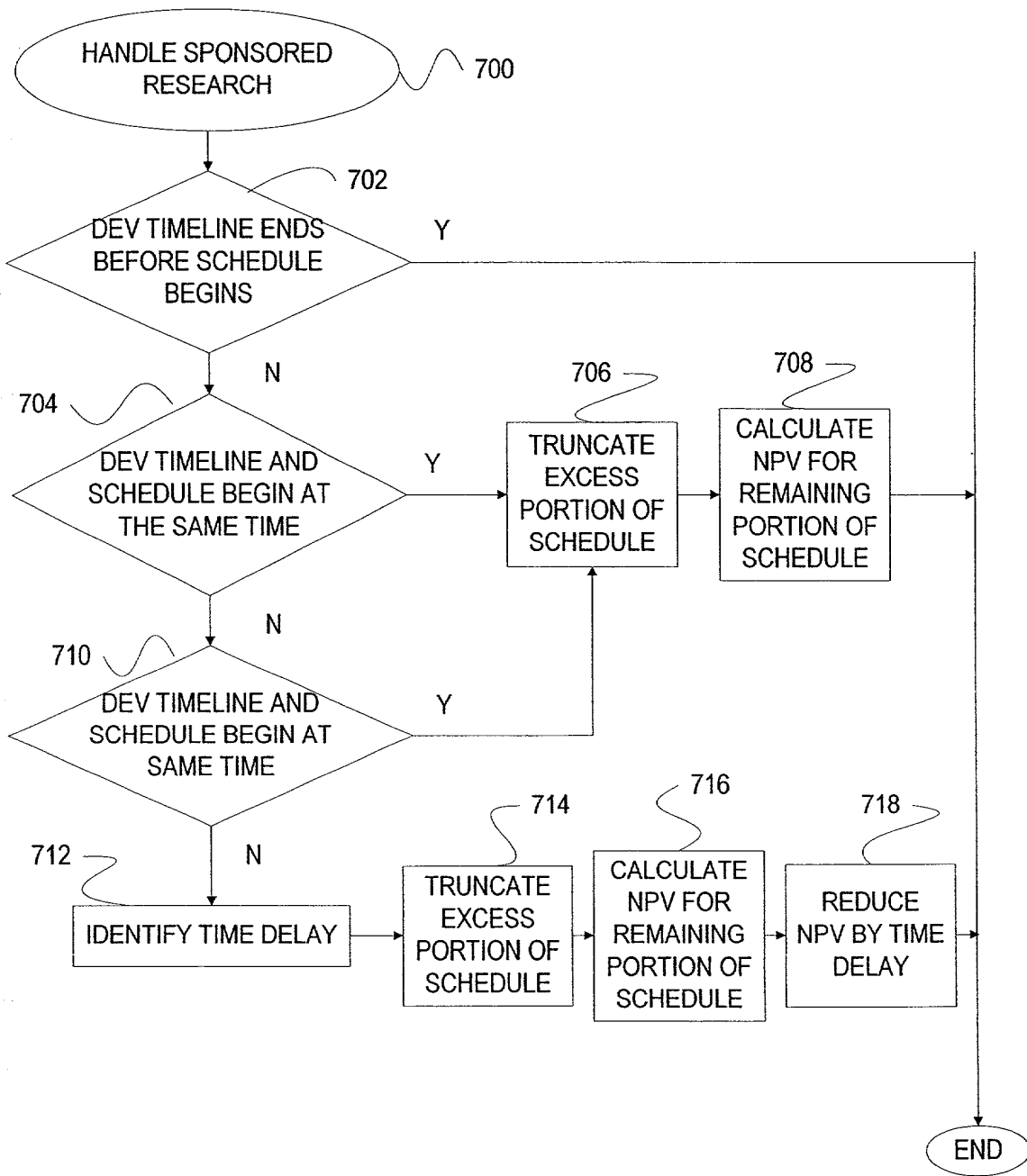


FIG. 21

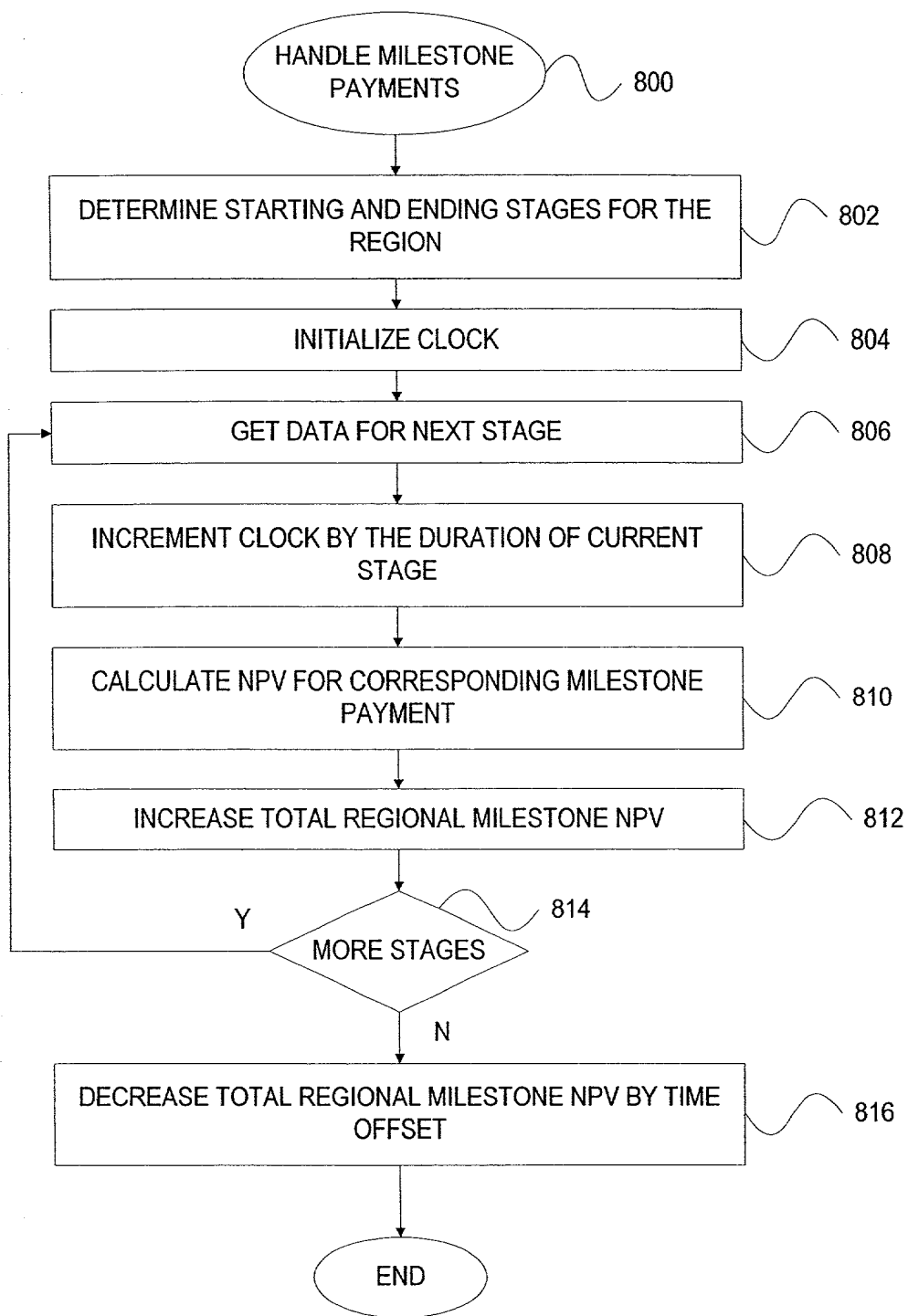


FIG. 22



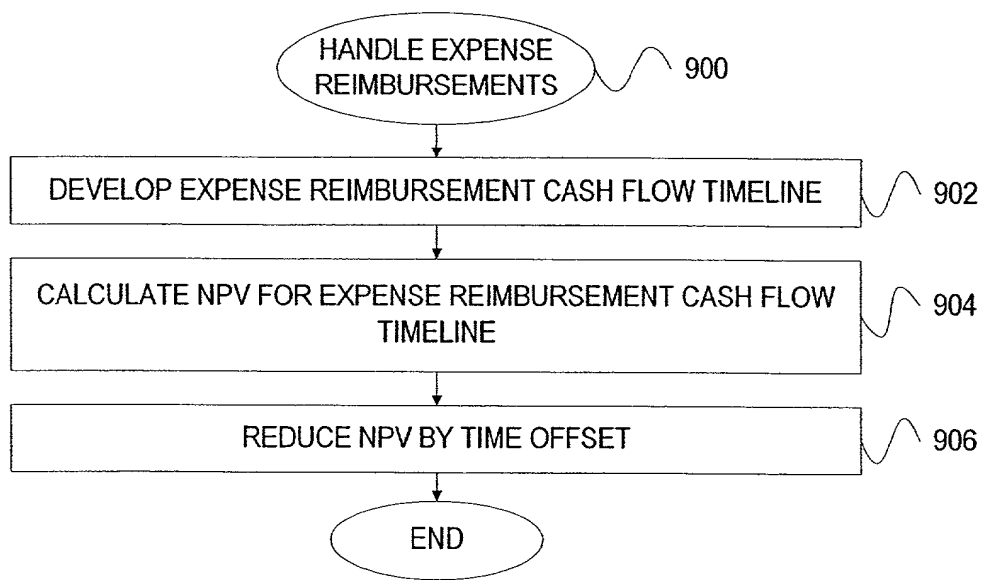


FIG. 23

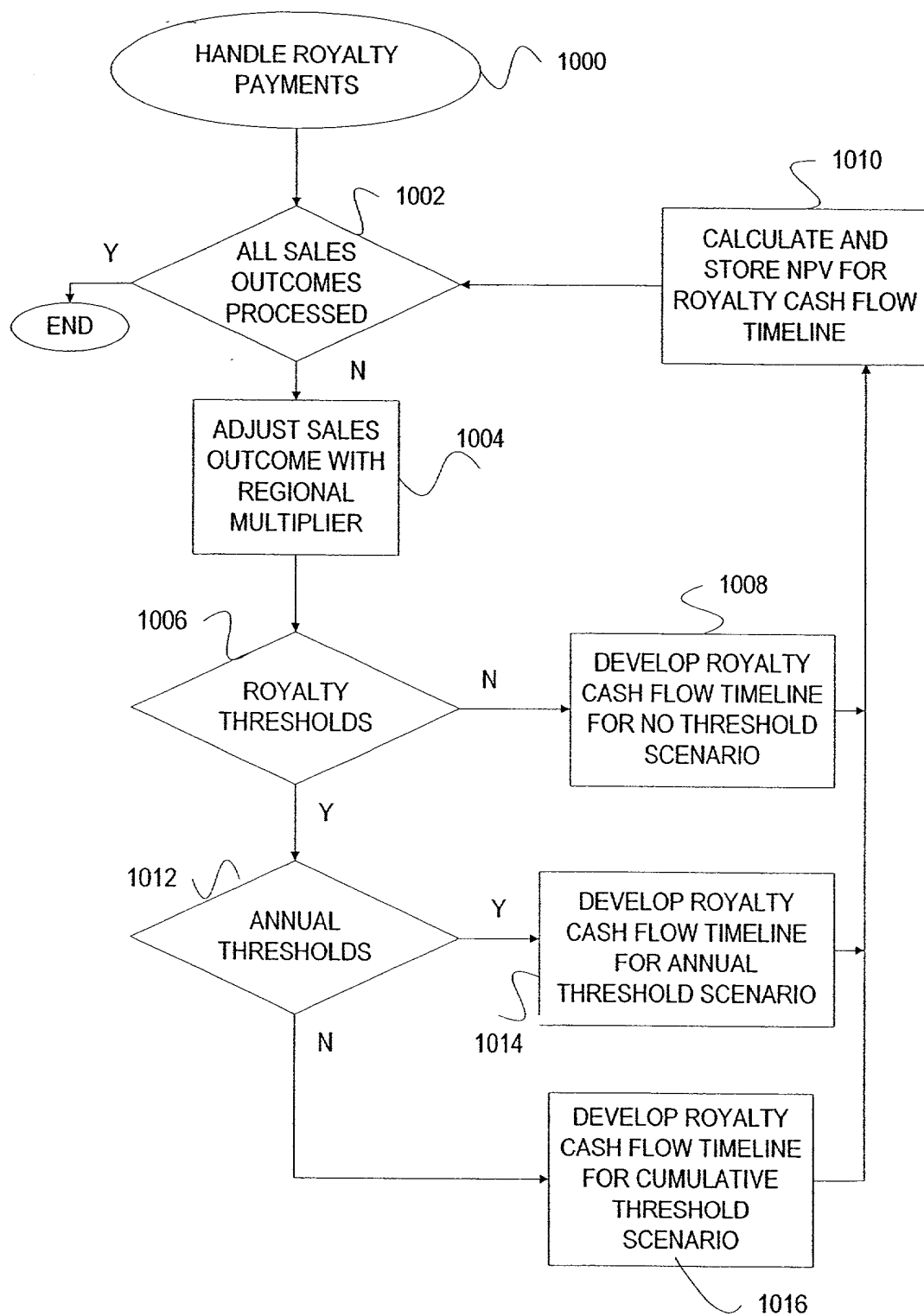


FIG. 24

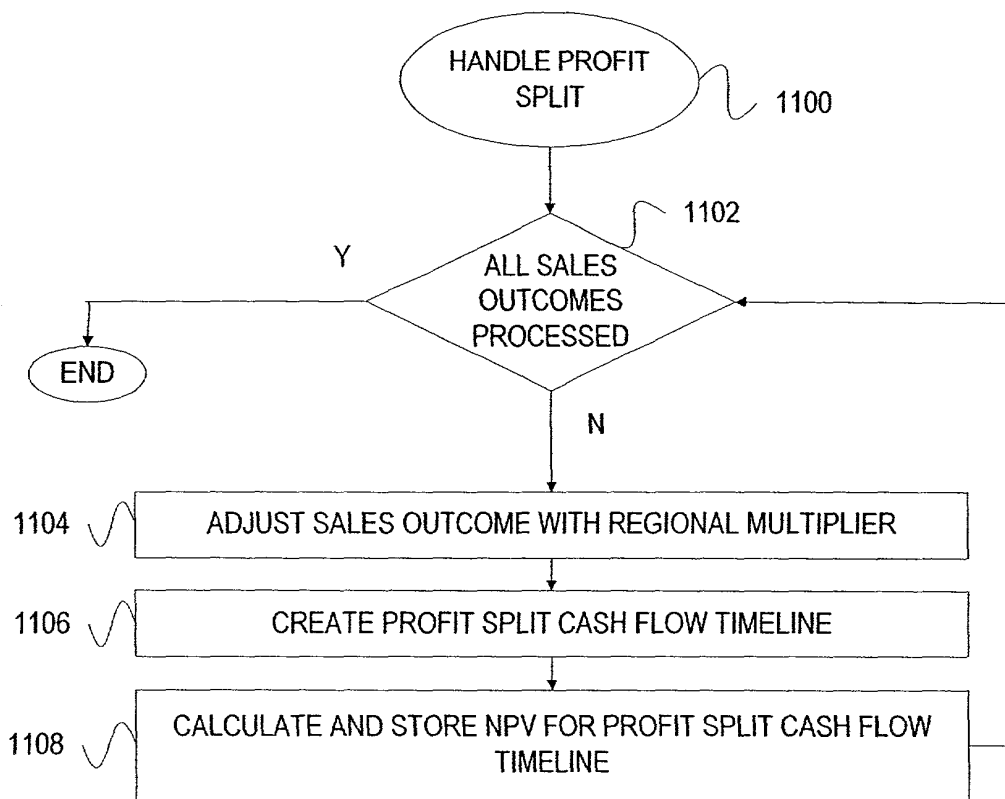


FIG. 25

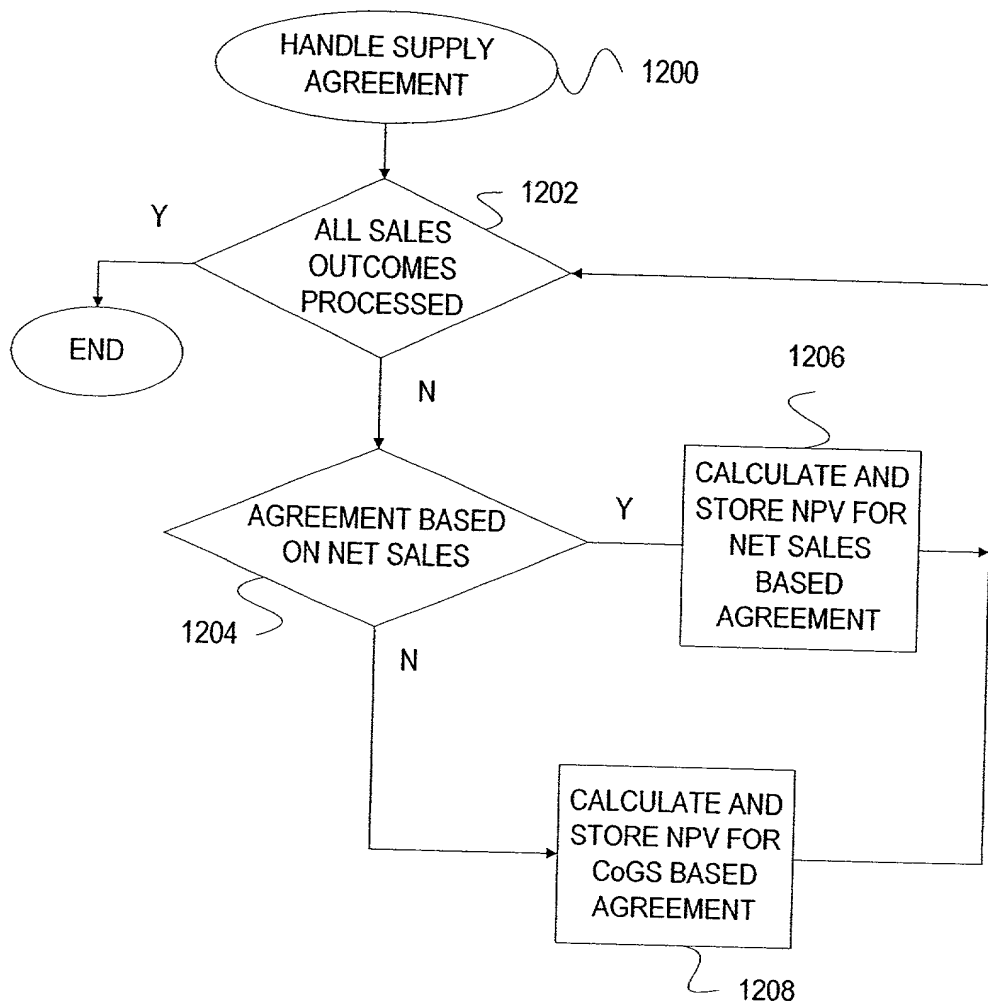


FIG. 26